

CALIFORNIA INDUSTRIAL DEVELOPMENT FINANCING ADVISORY COMMISSION

***Request to Approve Issuance of Tax-Exempt Bonds and Transfer Industrial Development
Bond (IDB) Allocation***

**Packaging Innovators Corp.
Application No. 12-0001**

June 19, 2012

SUMMARY

Borrower/Project Sponsor and User – Packaging Innovators Corp. and/or a related entity

Issuer – Industrial Development Authority of the County of Alameda (ACIDA)

Location – City Livermore, Alameda County

Requested IDB Allocation – \$5,136,632

Public Benefit Points Awarded – 39 points out of 147 possible

Staff Recommendation – Approval

THE COMPANY

Packaging Innovators Corp. (the Company) was incorporated in California in 1976. The Company is a manufacturer of corrugated containers, displays, foam and allied materials.

The Company manufactures its products for a variety of clients including those in the wine, food, car parts, high tech and industrial products industries. Current and previous customers include Fetzer Winery, Robert Mondavi Winery, LucasArts, Iris U.S.A., Inc., and Solelectron Corporation.

THE PROJECT

The Company currently owns and operates a 120,000 square foot manufacturing facility in the City of Livermore in Alameda County. Bond proceeds will be used to acquire and install a new Bobst Martin 5 Color FFG 1228 NT Rapidset Flexo Folder Gluer with die cutter and seven Kleenplate with spare parts, which will be used to print, die cut, coat, fold, and glue corrugated products such as boxes and displays. This one of a kind piece of equipment will allow for greater output and increased sales growth potential due to the machine's superior set-up and run speeds.

Anticipated Project and Issuance Costs

	To be paid from <u>bond proceeds</u>	To be paid from <u>all other sources</u>
Acquisition and Installation of New Equipment	\$ 5,033,092	0
Taxes and Fees	0	\$ 495,000
Bond Issuance Expenses	102,700	0
Totals	<u>\$ 5,136,632</u>	<u>\$ 495,000</u>

Timeline

The equipment acquisition commenced in February 2012 and is scheduled to be completed by July 2012. The installation of the machine is scheduled to be completed by September 2012.

Financing Details

The tax-exempt IDBs will be sold on a private placement basis to People's Capital and Leasing Corp (PCLC). PCLC, which is a qualified institutional buyer (QIB) as defined by the U.S. Securities and Exchange Commission (SEC) Rule 144A, will purchase the bond for its own investment portfolio. The bonds are expected to have a fixed interest rate of 2.6, although this fixed rate may be adjusted to reflect changes in PCLC's Cost of Funds Rate at the time of the bond closing in September 2012.

The bonds will be issued in accordance with CIDFAC's private placement policy, which has the following requirements:

- The bond purchaser must be a sophisticated investor as defined under SEC Rule 144A.
- The sophisticated investor must sign a "traveling" sophisticated investor letter, which will outline the requirements and restrictions related to sophisticated investors and will follow the bonds in the event the bonds are re-sold or traded at a later date.
- The security for the private placement debt must be collateral provided by the Borrower.
- The bonds will be issued in minimum denominations of \$250,000.

Financing Team

- Issuer: ACIDA
- Private Placement Provider: People's Capital and Leasing Corp.
- Bond Counsel: Lofton & Jennings
- Financial Advisor: Progressive Capital

PROJECT EVALUATION

PUBLIC BENEFITS: The Project received 39 points out of a possible 147 pursuant to the California Debt Limit Allocation Committee (CDLAC) scoring system for IDB Projects. The award of points is detailed below:

A. Community Economic Need (0 of 25 points).

1. Unemployment Rate of the Project Area (0 of 10 points). In accordance with CDLAC procedures, points are awarded in this category if the 2011 unemployment rate of the county sub-area in which the Project is located is at least 125 percent of the 2011 statewide rate. The unemployment rate of this Project area is 58 percent of the statewide rate. Therefore, the Project received no points in this subcategory.

2. Poverty Rate of Project Area (0 of 5 points). In accordance with CDLAC procedures, the most recent data from the U.S. Bureau of the Census, which in this case is Census 2010 data, is used to determine if the Project qualifies for points in this category. Points are awarded in this category if the poverty rate is at least 110 percent or more of the statewide rate. The poverty rate for this Project area is 5.1 percent, which is 36.9 percent of the Census 2010 statewide rate of 13.7 percent. Therefore, the Project received no points in this subcategory.

3. Special Designation Area (0 of 5 points). The Project is not located in a special designation area.

4. Median Family Income (0 of 5 points). In accordance with CDLAC procedures, the most recent data from the U.S. Bureau of the Census, which in this case is from Census 2010, is used to determine if the Project qualifies for points in this category. Points are awarded if the Project is located in an area with a median family income of less than 80 percent of the statewide average. The Project is located in the City of Livermore where the average median family income is \$139,597. The median family income for the State of California is \$69,322. So, the median family income for the Project area is 201.4 percent of the statewide average. Therefore, the Project received no points in this subcategory.

B. Job Creation (10 of 35 points). Points are awarded in this category based on the borrower and/or user's representation that it will use its best efforts to increase the number of direct, full-time employees at the Project site within two years of Project completion. The company represents that it currently employs 89 direct, full-time employees at the Project site. The company represents that it anticipates hiring an additional 11 direct, full-time employees, which equates to a 12.4 percent increase, within two years of completion of the Project.

C. Job Retention (0 of 10 points). Points are awarded in this category based on the Borrower's or User's representation that it has considered moving operations out of state. There was no such representation in the application materials received, and therefore the Project received no points in this category.

D. Average Hourly Wage (10 of 10 points). In accordance with CDLAC procedures, the most recent data from the Bureau of Labor Statistics, which in this case is May 2011, is used to determine if the Project qualifies for points in this category. Points are awarded if the company's average hourly wage is at least 105 percent of the nearest Metropolitan Statistical Area (MSA) average hourly wage. The company's average hourly wage is \$20.00, while the MSA for the San Francisco/Oakland/Fremont area had an average 2011 manufacturing wage of \$16.00. Therefore, the company's average hourly wage is 125 percent of the average manufacturing wage for the San Francisco/Oakland/Fremont area.

E. Workforce and Economic Development (5 of 15 points).

1. Welfare-to-Work Plan (5 of 5 points). The Company provided a letter from Ms. Lori Cox-Jones, Director of the Alameda County Social Services Agency, which refers to its participation in the CalWORKs program. (See Attachment A.)

2. Workforce Training (0 of 5 points). The Company did not provide information indicating participation in a workforce training program.

3. Exports Outside California (0 of 5 points). The Company did not provide information indicating that they export products outside of California.

F. Health Care Benefits (10 of 15 points). The Company provided documentation that it contributes to medical and dental insurance for 70 of its 89 employees. This contribution translates into an average of \$320 per month toward the health care benefits for each covered employee. The remaining employees opted out of the Company's health care benefits program for personal reasons. The Company represents that it will offer the same health care benefits to new employees.

G. Payment of Retirement Benefits (0 of 5 points). The Company stated that it contributes to its employees' 401K retirement benefits, but it did not provide information to substantiate the statement.

H. Environmental Stewardship (4 of 27 points).

1. Land Use (0 of 3 points). This Project does not involve the reuse of vacant or abandoned land or buildings.

2. Public Transit Corridor (4 of 4 points). The Company provided verification that the Project site is located within a public transit corridor. The Borrower's manufacturing facility is located within 0.4 miles of a WHEELS bus stop.

WHEELS is a service of the Livermore Amador Valley Transit Authority, which provides public transportation for the Tri-Valley communities of Dublin, Livermore, and Pleasanton and connects to Bay Area Rapid Transit (BART) system. The Borrower's facility also is located less than a mile from the Altamont Commuter Express (ACE) train that runs through the San Joaquin Valley.

3. Energy Efficiency and Renewable Energy (0 of 15 points). The Company did not provide information regarding the Project's energy efficiency.

4. Manufacturer of Certified Environmentally Preferable Products (0 of 5 points). The Company did not provide information indicating that the Project produces or will produce environmentally preferable products.

- I. Leveraging (0 of 5 points).** The total Project cost is \$5.6 million. The Company will borrow \$5.136 million of the Project costs in the form of tax-exempt IDB financing, which will cover approximately 92% of the Project costs. The remaining 8% of Project costs will be covered by the Borrower's equity or other funds. In accordance with CDLAC procedures, points are awarded in this category if the taxable debt of the project is 10% or greater of the bond amount. Therefore, no points were awarded in this category.

RELOCATION OF COMPANY OPERATIONS

The company will remain at its current location in the City of Livermore in Alameda County.

QUALIFICATION OF BOND ISSUANCE

Based on the proposed financial structure, and the application and other materials submitted to CIDFAC for the project, staff believes the bonds (a) will be adequately secured; (b) will be fair, just and equitable to a purchaser of the bonds; and (c) will not defraud the bond purchaser. Final determination of qualification of the bonds will be subject to review of final bond documents prior to the issuance of the bonds.

STATUS OF PERMITS/OTHER REQUIRED APPROVALS

- The ACIDA approved the Inducement Resolution in an aggregate amount not to exceed \$5,500,000 in tax-exempt IDBs for the Project on March 27, 2012.
- The TEFRA notice was published at least 14 days prior to March 27, 2012, specifically on March 7, 2012, in the Inter-City Express, a newspaper of general circulation within Alameda County. A TEFRA hearing was held by Alameda County on March 27, 2012.
- The Project site is zoned for Heavy Industrial uses. The Company's operations do not require additional land use or zoning approvals or permits to accommodate this Project.

LEGAL QUESTIONNAIRE

Staff reviewed the Borrower's/User's responses to the questions contained in the Legal Status portion of the application. The responses did not disclose any information that raises questions concerning the financial viability or legal integrity of the company.

PRIOR ACTIONS AND FINANCINGS

Description	Date of Bond Issue	Original Amount	Outstanding Amount
Packaging Innovators Corp.	December 7, 2006	\$5,200,000	\$1,100,000

LOCAL GOVERNMENT SUPPORT

Staff received a letter of support of the Packaging Innovators Corp. Project from the Mayor of the City of Livermore, John Marchand. (See Attachment B.)

CIDFAC FEES

In accordance with CIDFAC regulations, the Company has paid CIDFAC an application fee of \$1,250 ¹ and will pay a closing fee of up to \$12,841.58.

RECOMMENDATION

Staff recommends approval of Initial and Final Resolution No. 12-0001 for \$5,136,632 in tax-exempt bonds and Allocation Resolution No. 12-002-001 for \$5,136,632 in tax-exempt IDB allocation for the ACIDA for the Packaging Innovators Corp. Project. Staff's recommendation is subject to staff analysis and approval of final bond documents and receipt of bond counsel's opinion as set forth in Initial and Final Resolution No.12-0001.

Staff report by: Deanna Hamelin

¹ California Code of Regulations Title 10, Chapter 8, Article 3, §6070

**INITIAL AND FINAL RESOLUTION OF THE
CALIFORNIA INDUSTRIAL DEVELOPMENT FINANCING
ADVISORY COMMISSION (CIDFAC)
INDUSTRIAL DEVELOPMENT BONDS
IR/FR #: 12-0001**

WHEREAS, the Industrial Development Authority of the County of Alameda (the “Applicant”) has transmitted the application of Packaging Innovators Corp. (the “Project Sponsor”) for the issuance of \$5,136,632 in tax-exempt bonds under the provisions of the California Industrial Development Financing Act, and has transmitted said application to the California Industrial Development Financing Advisory Commission (the “Commission”) and the information necessary to permit review of said application by the Commission, and has informed the Commission that it has adopted a resolution declaring its intention to issue such bonds and that the County of Alameda held a public hearing regarding the issuance of the bonds and has approved the issuance of the bonds by the Applicant; and

WHEREAS, the Commission has reviewed the application and the materials submitted with the application.

NOW, THEREFORE, the Commission resolves as follows;

Section 1. The Commission, based on its review of the application and the information submitted therewith, does determine that:

(a) the public benefits described in the application likely will substantially exceed any public detriment from the issuance of the bonds in the total principal amount of \$5,136,632; and

Section 2. The Commission conditionally finds that the proposed issuance of the bonds qualifies under the provisions of Article 5 of Title 10 of the Government Code, and further finds that:

(a) the bonds will be adequately secured and the funds available to the Applicant will be sufficient to pay the principal of and interest on the bonds to be issued; and

(b) based on its review of the preliminary material submitted to it and as provided for under Government Code Section 91571, the proposed issuance will be fair, just and equitable to a purchaser of the bonds, and that the bonds proposed to be issued and the methods to be used by the Authority in issuing them will not be such as will work a fraud upon the purchaser thereof.

Section 3. The Commission determines that it is appropriate to the proposed transaction that the qualification of the proposed issuance be subject to the following conditions:

(a) the Bond Counsel Opinion, when ready for execution, shall be submitted to Commission staff;

(b) the final legal documents, when ready for execution, shall be submitted to Commission staff for its review. Submitted documents shall include:

- (i) Indenture of Trust,
- (ii) Loan Agreement,
- (iv) Tax Certificate and Agreement, and;
- (v) Other documents which, in the opinion of Commission staff, are necessary to the review of the transaction;

Agenda Item – 4.A.1.

(c) the Commission staff shall determine that the final documents associated with the transaction have been developed in form and content substantially similar to the representations in the application on which are based the findings under Section 2. above;

(d) the bonds, when issued, are within the maximum limitation of bonds authorized in the California Industrial Development Financing Act (Section 91573(a) of California Government Code);

(e) the Commission shall receive all applicable fees prior to the issuance of the bonds, unless the bond documents indicate that such fees are to be paid from the proceeds of the bonds; and

(f) the Project Sponsor agrees to comply with Section 91533(l) of the Government Code relating to the payment of prevailing wages.

Section 4. This Resolution shall cease to be effective if the above-described bonds have not been issued within six months after the date of adoption of this Resolution.

Section 5. In compliance with the provision of the California Industrial Development Financing Act (Section 91754 California Government Code), the qualification of the proposed bond issue by this resolution is permissive only, and does not constitute a recommendation or endorsement of the bonds so qualified by the Commission.

**THE CALIFORNIA INDUSTRIAL DEVELOPMENT
FINANCING ADVISORY COMMISSION
RESOLUTION NO. 12-002-001
RESOLUTION TRANSFERRING A PORTION OF THE 2012 STATE CEILING
FOR QUALIFIED PRIVATE ACTIVITY BONDS FOR A
SMALL-ISSUE INDUSTRIAL DEVELOPMENT PROJECT**

WHEREAS, the California Debt Limit Allocation Committee (“CDLAC”) awarded allocation to the California Industrial Development Financing Advisory Commission (the “Commission”) for the purpose of awarding a portion of the allocation to local and State issuers; and

WHEREAS, the Commission has the authority to transfer a portion of its allocation to local and State issuers; and

WHEREAS, the Commission has received an application (“Application”) from the Industrial Development Authority of the County of Alameda (“Applicant”) requesting a transfer to the Applicant of a portion of the 2012 State Ceiling on Qualified Private Activity Bonds (the “State Ceiling”) under Section 146 of the Internal Revenue Code of 1986, as amended, for use by the Applicant to issue bonds or other obligations (“Bonds”) for a Project as specifically described in Exhibit A (“Project”) (capitalized terms used herein and not otherwise defined shall have the meanings ascribed thereto in the Procedures of the CDLAC Implementing the Allocation of the State Ceiling on Qualified Private Activity Bonds (“CDLAC’s Procedures”)); and

WHEREAS, the Project Sponsor (as defined in Exhibit A) has represented certain facts and information concerning the Project in the Application, which the Applicant has confirmed; and

WHEREAS, in evaluating the Project and potential allocation of a portion of the State Ceiling to the Applicant for the benefit of the Project, the Commission has relied upon the

written facts and information provided in the Application and otherwise by the Project Sponsor and the Applicant; and

WHEREAS, it is appropriate for the Commission to approve a transfer of a portion of the State Ceiling (“Allocation”) in order to benefit the Project described in the Application.

NOW, THEREFORE, the California Industrial Development Financing Advisory Commission resolves as follows:

Section 1. An amount of the State Ceiling equal to \$5,136,632 shall be deemed to be transferred by the Commission to the Applicant. Such Allocation may be used only by the Applicant and only for the issuance of Bonds for the Project, as specifically described in Exhibit A. All of the terms and conditions of Exhibit A are incorporated as though fully set forth herein (this resolution, together with Exhibit A, hereinafter referred to as the “Resolution”).

Section 2. The terms and conditions of this Resolution shall be incorporated in appropriate documents relating to the Bonds, and the Project Sponsor, the Applicant and their respective successors and assigns will be bound by such terms and conditions.

Section 3. Any modification to the Project made prior to the issuance of the Bonds must be reported to the Executive Director and, if the Executive Director determines such modification to be material in light of the Commission’s Procedures, such modification shall require reconsideration by the Commission before the Allocation may be used for the Project. Once the Bonds are issued, the terms and conditions set forth in this Resolution shall be enforceable by the Commission through an action for specific performance or any other available remedy, provided however, that the Commission agrees not to take such action or enforce any such remedy that would be materially adverse to the interests of the Bondholders. The

Commission may, as circumstances warrant, consent to changes in the terms and conditions set forth in this Resolution in the event the Commission is advised of changes in the Project.

Section 4. Prior to the issuance of the Bonds, any material changes in the structure of the credit enhancement and not previously approved by the Commission shall require approval of the Commission Chair or the Executive Director.

Section 5. The Applicant is not authorized to use the Allocation transferred hereby to make a carryforward election with respect to the Project. The Applicant is not authorized to transfer the Allocation to any governmental unit in the State other than this Commission.

Section 6. The Allocation transferred herein shall automatically revert to this Commission unless the Applicant has issued Bonds for the Project by the close of business within 90 days of the award of Allocation. In the case of extreme hardship, the Executive Director may extend this date by up to five (5) business days.

Section 7. Within twenty-four (24) hours of using the Allocation to issue the Bonds, the Applicant shall notify the Commission's staff and CDLAC's staff in writing (which may be by electronic or facsimile communication) that the Allocation has been used. Each notification to the Commission and to CDLAC shall identify the Applicant, the Project or program, the date the Allocation was used, and the amount of the Allocation used.

Section 8. Within fifteen (15) calendar days of the issuance of the Bonds, the Applicant or its counsel shall formally transmit to CDLAC information regarding the issuance of the Bonds by submitting, in a form prescribed by and made available by CDLAC a completed Report of Action Taken.

Section 9. Any differences between the amount of Bonds issued and the amount of the Allocation granted in Section 1 of this Resolution shall automatically revert to the

Commission. If at any time prior to the expiration date set forth in Section 6 of this Resolution the Applicant determines that part or all of the Allocation will not be used to issue Bonds by that date, the Applicant shall take prompt action by resolution of its governing board or by action of its authorized officer to return such unused Allocation to the Commission.

Section 10. The staff of the Commission is authorized and directed to transmit a copy of this Resolution to the Applicant together with a request that the Applicant retain, for the term of the Bonds, a copy of this Resolution in the Applicant's official records. The Commission staff is further directed to retain a copy of this Resolution in the files of the Commission (or any successor thereto) for the same period of time.

Section 11. The Applicant and the Project Sponsor shall comply with all of the terms and conditions contained in this Resolution and ensure that these terms and conditions are included in the documents related to the Bonds. Further, the Applicant and the Project Sponsor expressly agree that the terms and conditions of this Resolution may be enforced by the Commission through an action for specific performance or any other available remedy, provided however, that the Commission expressly agrees not to take such action or enforce any such remedy that would be materially adverse to the interests of the Bondholders. In addition, the Applicant and the Project Sponsor shall ensure that the Bond documents, as appropriate, expressly provide that the Commission is a third party beneficiary of the terms and conditions set forth in this Resolution.

Section 12. The Project Sponsor or its successor-in-interest shall provide certifications of compliance with the terms and conditions set forth in this Resolution when reasonably requested by the Commission.

Section 13. This Resolution shall take effect upon its adoption.

EXHIBIT A

**RESOLUTION NO: 12-002-001
(A SMALL-ISSUE INDUSTRIAL DEVELOPMENT PROJECT)**

1. Applicant: Industrial Development Authority of the County of Alameda (ACIDA)
2. Application No.: 12-0001
3. Borrower, Project Sponsor and User: Packaging Innovators Corp. and/or a related entity
4. Project Name: Packaging Innovators Corp. Project
5. Project Description: Acquisition and Installation of New Equipment
6. Address: 6650 National Drive
Location: Livermore, CA 94550
County: Alameda County
7. Amount of Allocation: \$5,136,632
8. The Borrower has represented that it reasonably expects to use its best efforts to achieve the following within two years of the completion of the Project :
 - Creation of 11 additional direct, full-time positions; and
 - Participation in the Alameda County CalWORKS program.

Attachment A



Lori A. Cox-Jones
Agency Director

Thomas L. Berkley Square
2000 San Pablo Avenue, Fourth Floor
Oakland, California 94612
510-271-9100 / Fax: 510-271-9108
ssedirector@acgov.org
<http://alamedasocialservices.org>

May 10, 2012

Attn: Eileen Marxen
Executive Director
California Industrial Development Financing Advisory Commission
915 Capitol Mall, Room 457
Sacramento, CA 95814

Dear Ms. Marxen:

Packaging Innovators Corporation has applied for an Industrial Development Bond to expand its operations in the community of Livermore, and has expressed an interest in having Alameda County's Welfare-to-Work program assist in identifying, screening and preparing CalWORKs clients to fill some of the 14 new jobs that the company hopes to create over the next two years.

Alameda County has staff assigned to work with the business to help make this important connection and make this new project a success for its CalWORKs clients as well as the business.

The linkage of the CalWORKs and the Industrial Development Bond program continues to promote self-sufficiency and stability, provide support to individuals and families, and fosters a workforce development system that increases the economic vitality and human potential of communities through public and private sector partnerships. Therefore, Alameda County is committed to both of these initiatives and encourages the approval of the IDB for this project.

Sincerely,

A handwritten signature in black ink, appearing to be "Lori Cox-Jones", written over a horizontal line.

Lori Cox-Jones
Agency Director

Attachment B



May 17, 2012

Eileen Marxen
Deputy Executive Director
California Industrial Development Financing Advisory Commission
915 Capitol Mall, Room 457
Sacramento CA 95814

Dear Ms Marxen:

The City of Livermore would like to express its support of the \$5,500,000 Industrial Development Bond (IDB) application submitted by the Alameda County Industrial Development Authority for the Packaging Innovators Corporation project, which will be reviewed by the California Industrial Development Financing Advisory Commission (CIDFAC) in June 2012.

Packaging Innovators Corporation is located in a 120,000 square foot building at 6650 National Drive in our City, where it manufactures specialized packaging products including corrugated containers, displays, foam and allied materials for a variety of consumer industries.

The requested IDB financing will be used purchase and install a Martin five-color Flexo gluer with die cutter and make equipment upgrades to their seven-color Flexo gluer press. The company used a \$5,200,00 IDB to purchase a six-color, coating, folder and gluer printer/press in 2006.

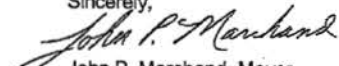
This investment will help the company expand its production with the use of the most efficient equipment technology available, be more competitive, meet growing sales and increase market share. The Corporation currently has 88 employees and anticipates the creation of 14 additional jobs over the next two years.

Packaging Innovators is important to the City of Livermore and the region's economy because virtually every product made for commercial sale or as a component part requires packaging. Packaging Innovator's continuing investment in new technologies enables a state-of-the-art design center and print/production lines to design, manufacture, and distribute a wide range of products of superior quality and value, with virtually limitless packaging and display options. Having Packaging Innovators design and manufacture those products within our city and the region improves the efficiency of all of the businesses it supports, reduces transportation time and costs, provides good paying jobs and strengthens the industry clusters.

IDBs continue to be a critical - and one of the few remaining - tools for encouraging business investment and job growth in our city and California and the manufacturing sector they target is increasingly in need of assistance to be competitive with other states and to regain production off-shored to other countries.

Therefore, this project is very important to the City of Livermore and we would appreciate your approval of this request.

Sincerely,


John P. Marchand, Mayor
City of Livermore

City Hall

1052 South Livermore Avenue · Livermore, CA 94550

www.ci.livermore.ca.us